

Figure 1

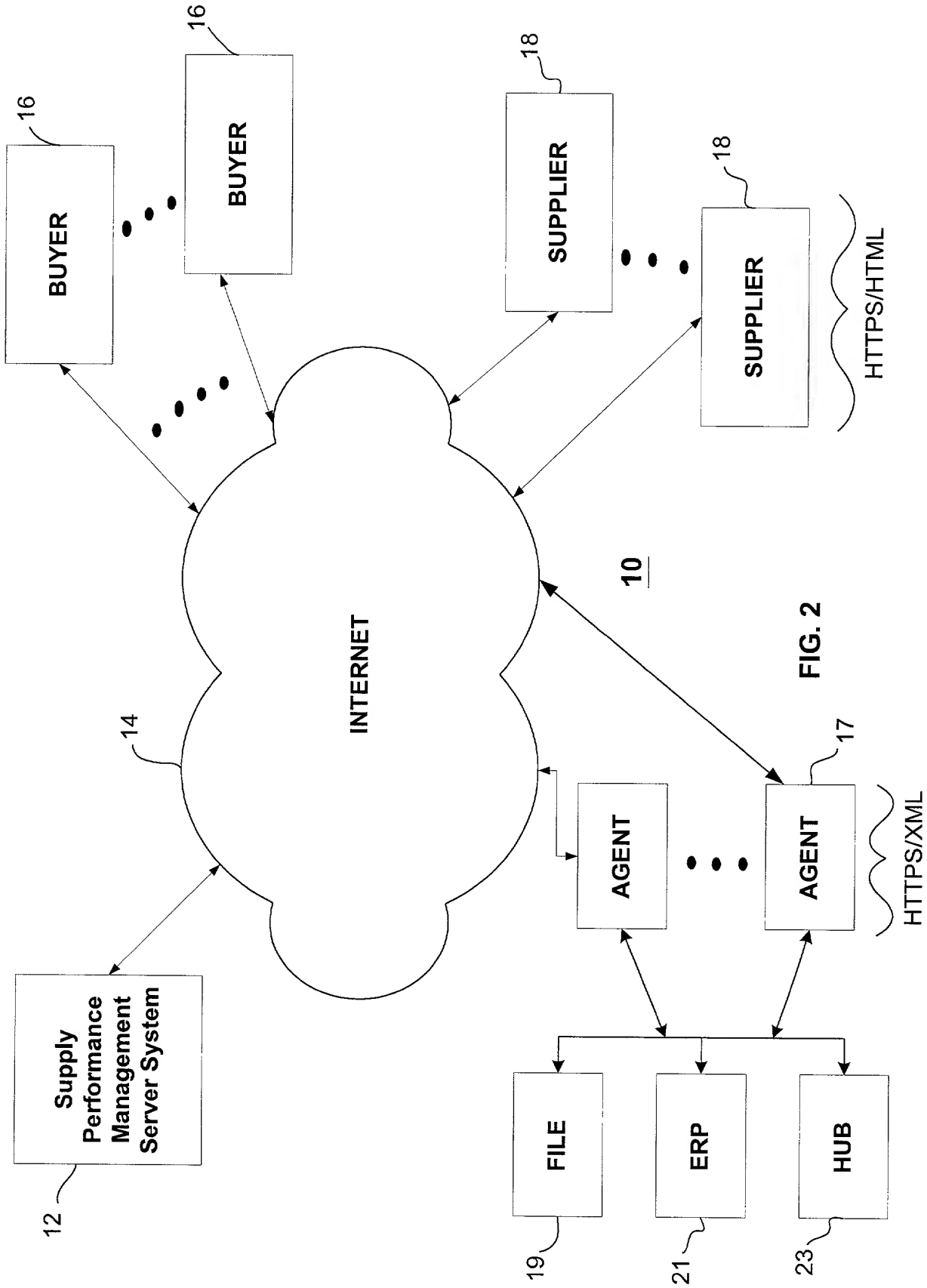


FIG. 2

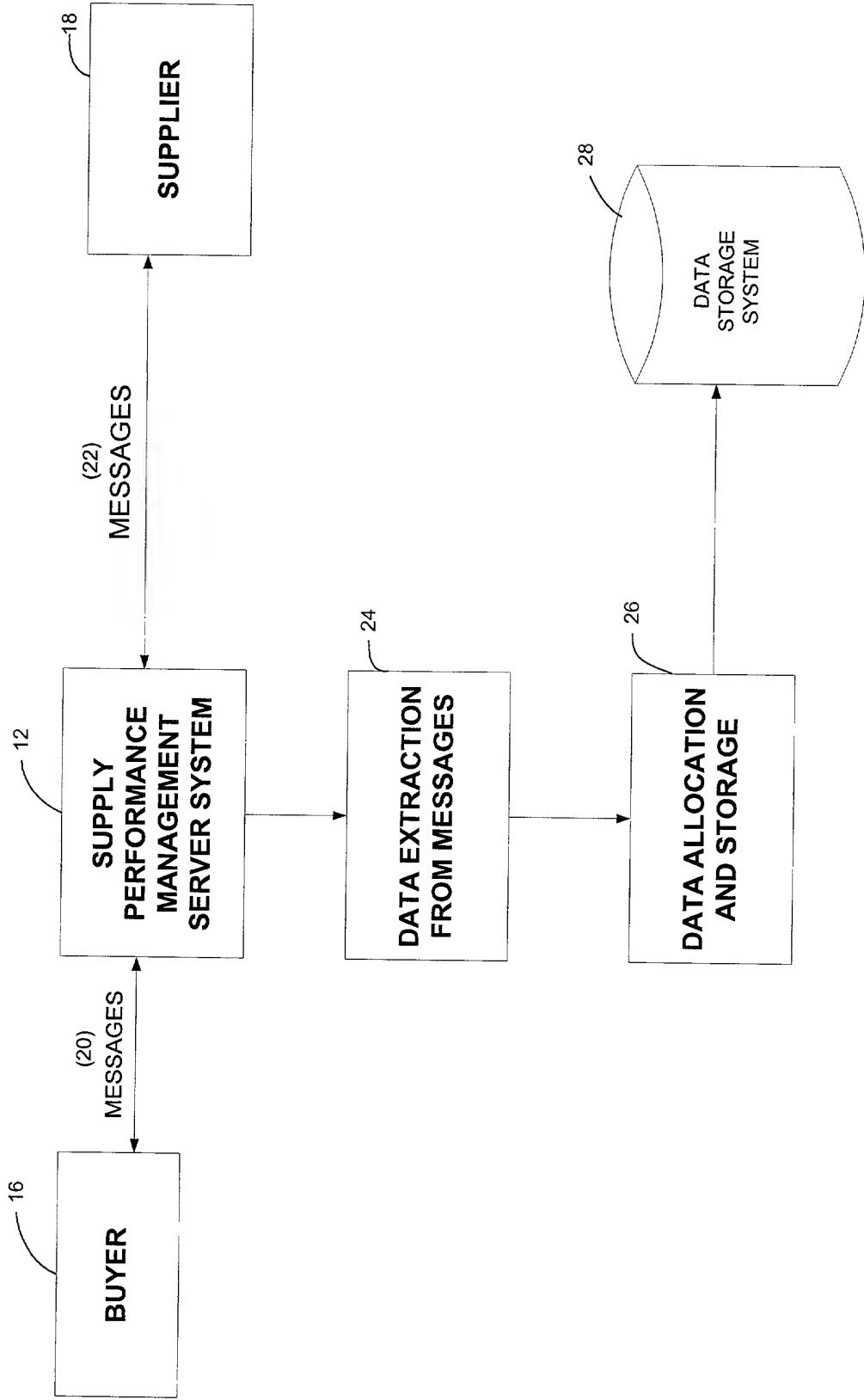


Fig. 3

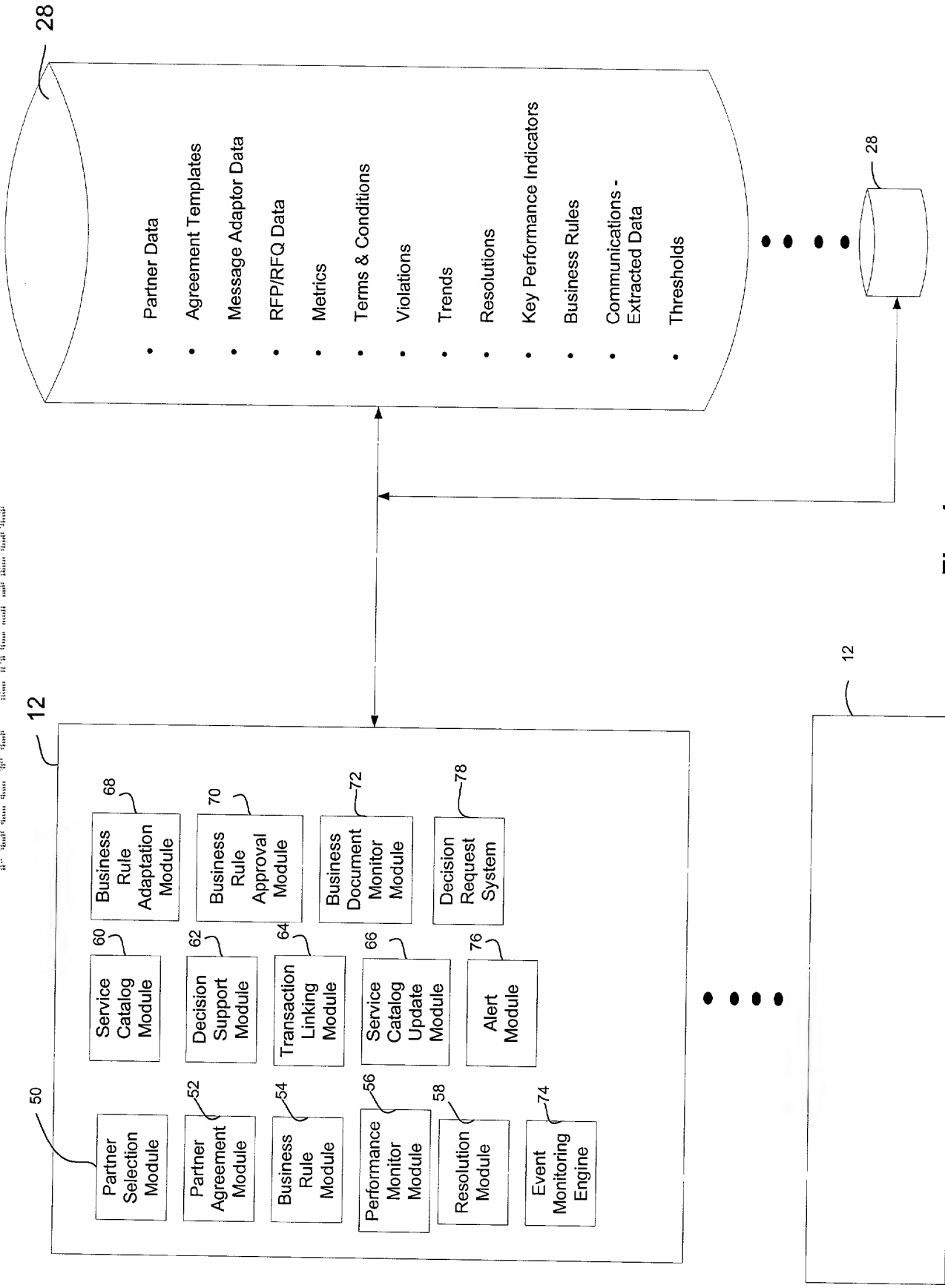


Fig. 4

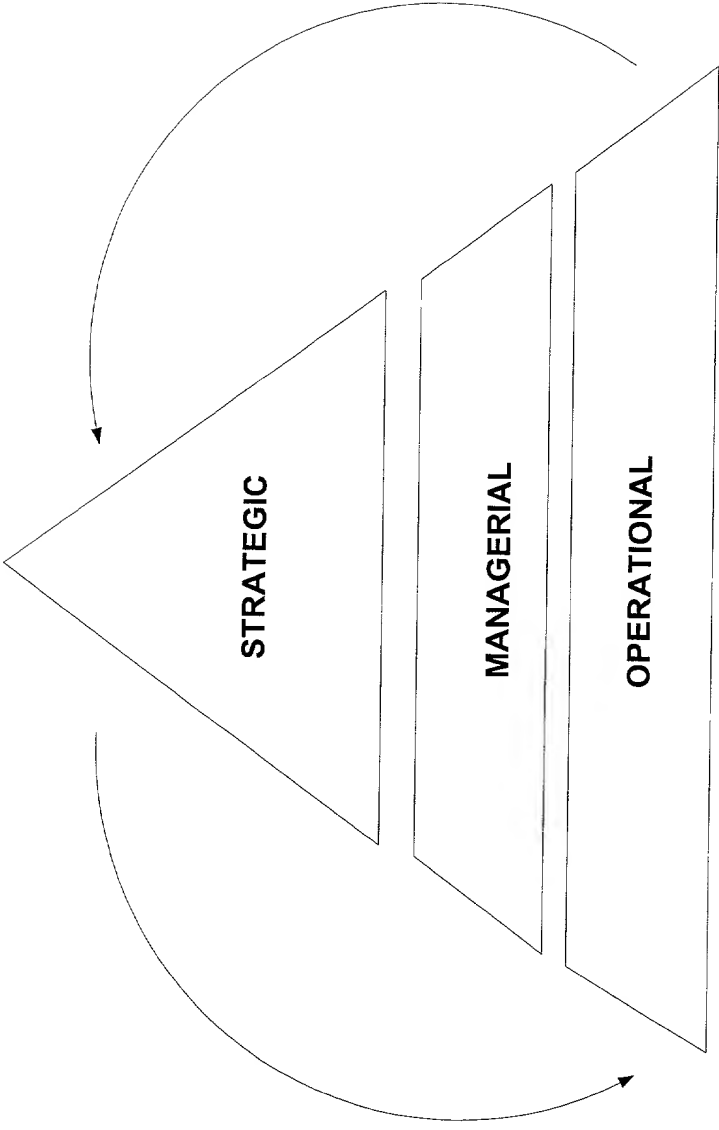


FIG. 5

Users presented with standard message sets and users select the ones they will provide, and also allowed to specify proxy data feeds

302

300

Users work to provide information to group products into like product groupings

304

Users work to provide information to help derive product life cycle

306

Users work to provide transaction history for message sets/data feeds specified above

308

Figure 7

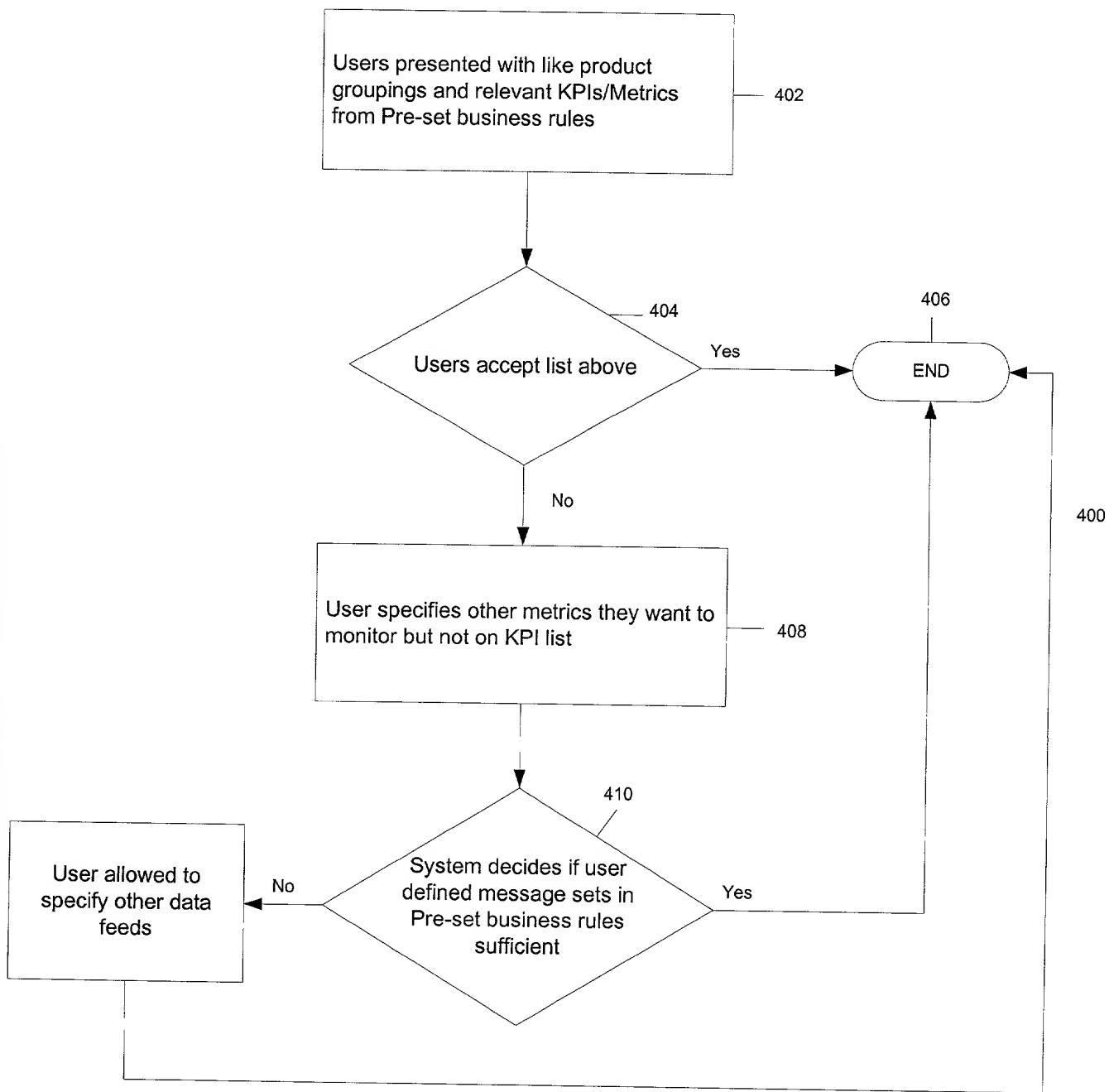


Figure 8

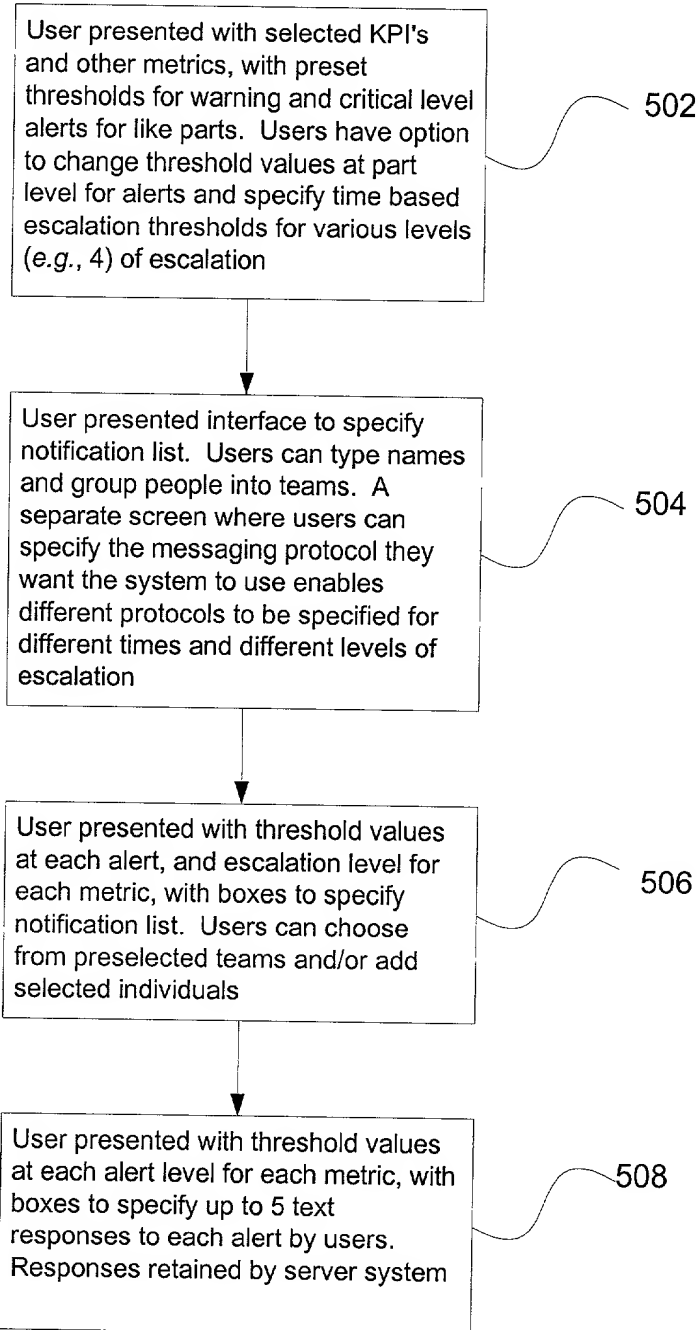


Fig. 9

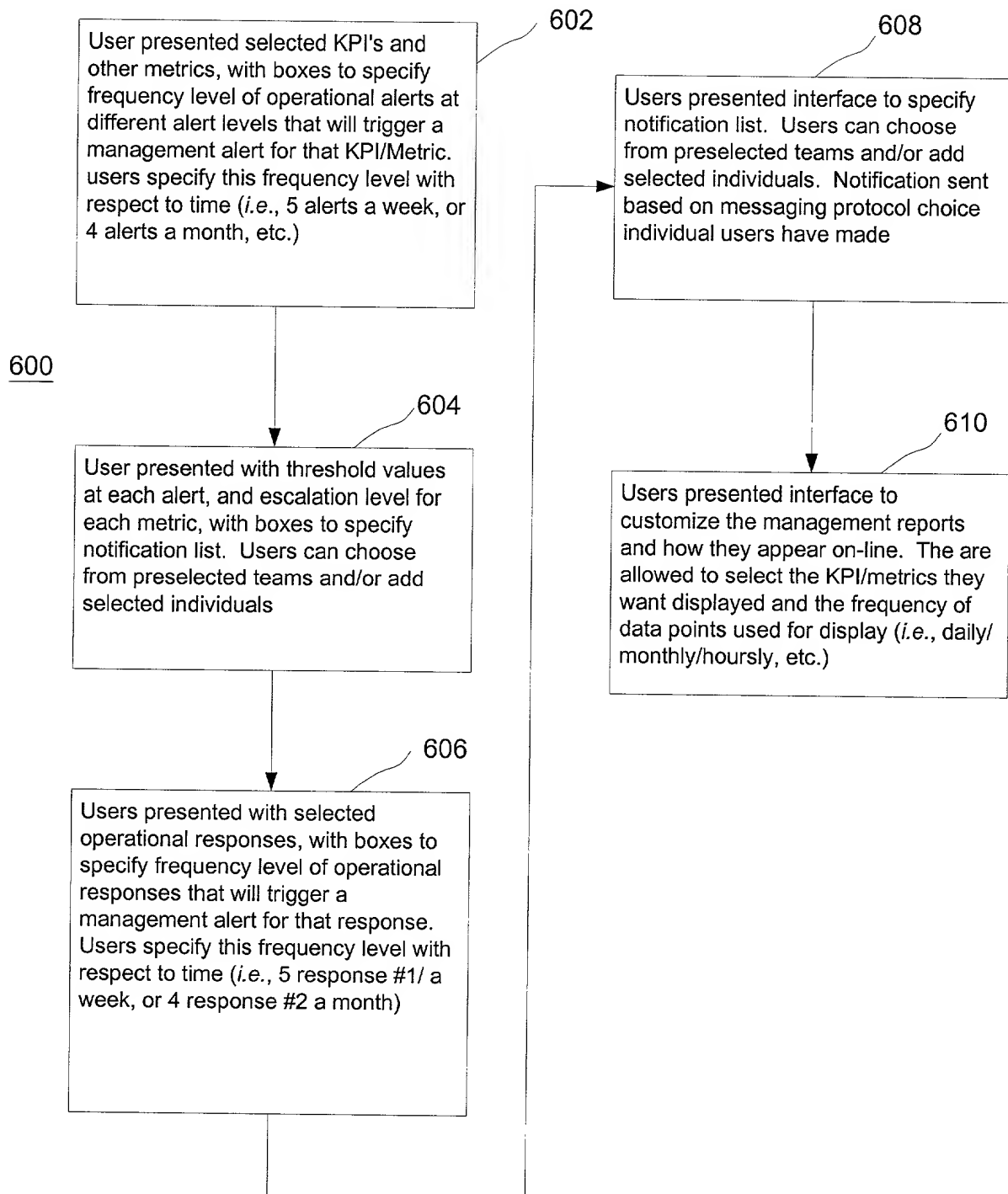


Fig. 10

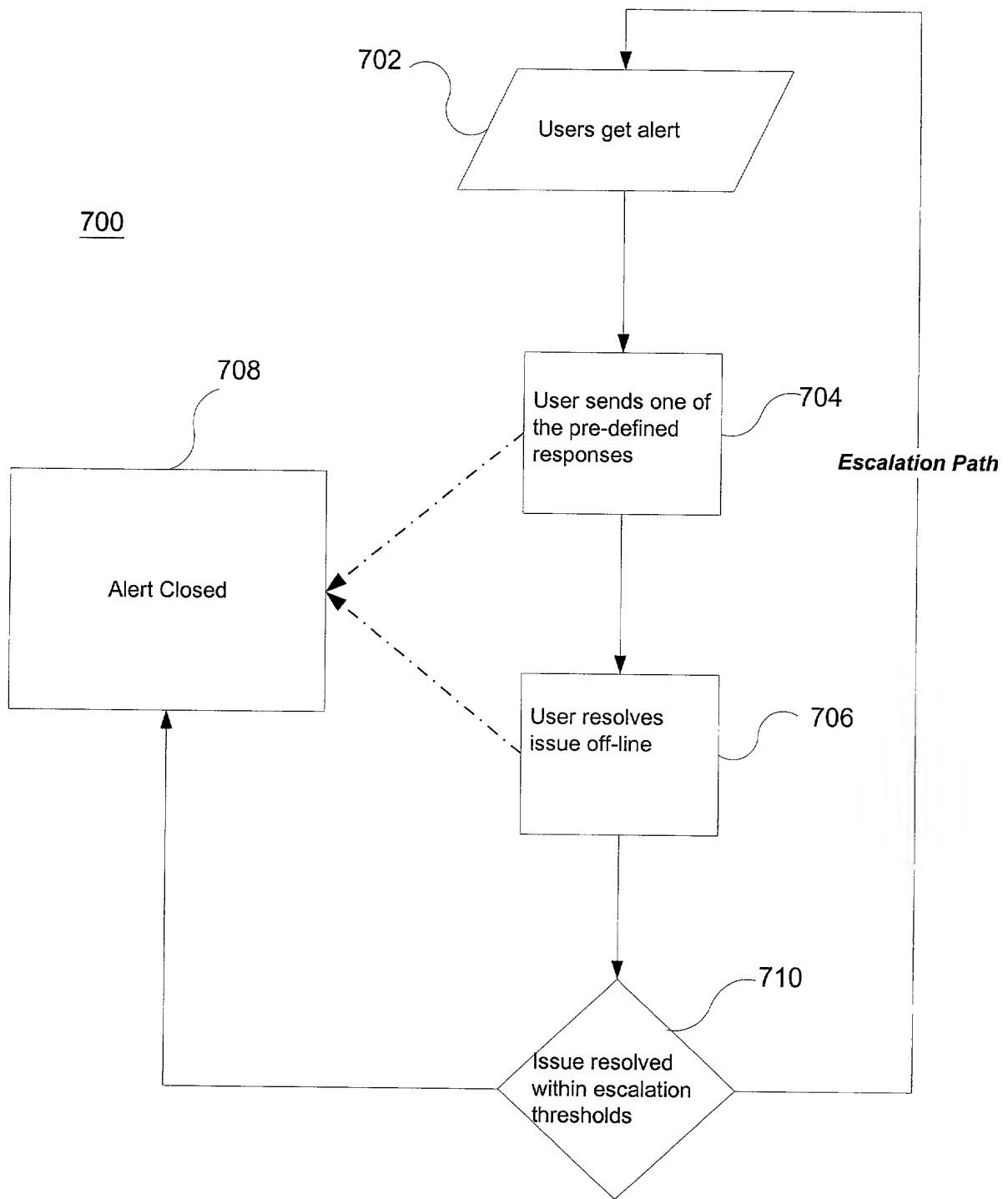


Fig. 11

Figure 12: Product Life Cycle. The graph shows the relationship between Units Sold and Margin over 12 months. The product life cycle is divided into four stages: Introduction, Mature, and Obsolescence. The Y-axis represents Units Sold (0 to 5000) and Margin (0% to 60%). The X-axis represents Month (1 to 12). The Units Sold curve starts at 0, peaks at approximately 4500 units in month 7, and then declines. The Margin curve starts at 0%, peaks at approximately 55% in month 7, and then declines.

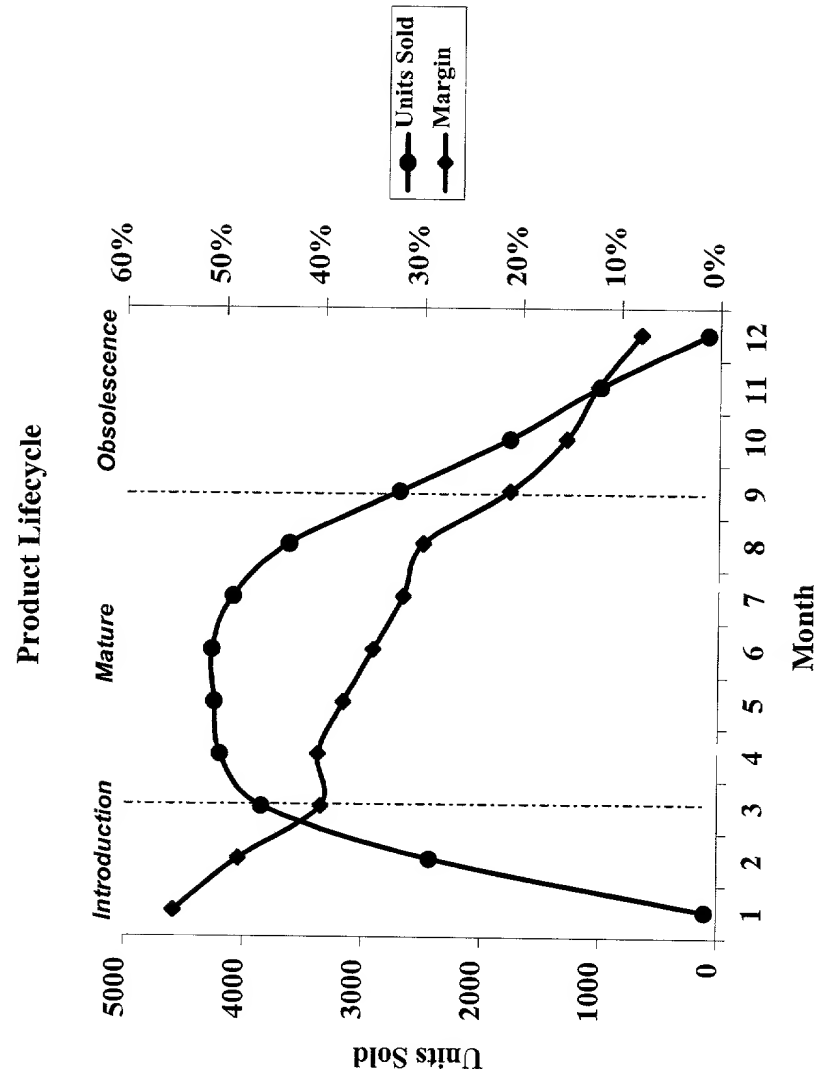


Fig. 12

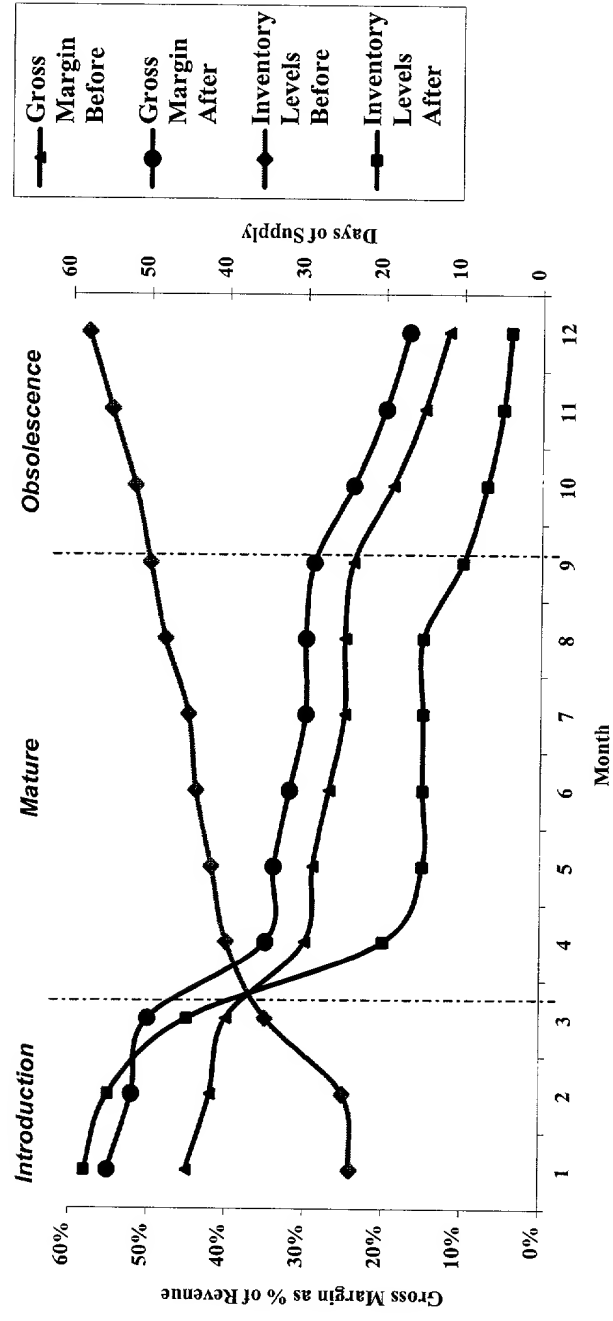


Fig. 13

KPI's												
Analytic Packs	Forecast Accuracy		Forecast Variance	Service Level	Days of Supply	Inventory Turns	On-time-ship	On-time-delivery	Perfect Order	Fill Rate	Cash-to-Cash	User Defined/Other Elements
Tradeoff service level vs. cost	X		X	X								Product standard cost
Confidence Factor	X	X										Product lifecycle
Tradeoff customer service levels vs. channel inventory levels				X			X	X	X			Product lifecycle, Product standard cost
Rank and manage partner performance	X	X	X			X	X	X	X			Industry benchmarks, User defined composite metrics
Tradeoff Cash-to-Cash vs. service level and inventory			X	X							X	Payment cycle time information

Fig. 14(a)

Details		
Analytic Packs	Details	Input
Tradeoff service level vs. cost	Allow users to view tradeoffs between forecast accuracy, level of inventory, cost and service levels. This lets users set policy that optimizes the relationship between these 3 variables, allowing users to set inventory levels that minimizes cost while achieving desired service levels. Also lets users to specify policy based on product lifecycle profiling, allowing different policy to be set for different products with system recommendations around which KPI to optimize based on lifecycle stage (Service level at introduction, inventory levels at obsolescence)	Historical information around Forecast Accuracy, Inventory levels (DOS), Service levels, Product lifecycle information
Confidence Factors	Allow users to see the degree of reliability and accuracy of partner and network commitments based on product lifecycle. This lets them make allowances in their goal/threshold setting to take into account a perceived degree of inaccuracy/variance	History of performance for Forecast Accuracy, Forecast Variance, On-time-ship, On-time-delivery, Perfect Order, Fill Rate
Tradeoff customer service levels vs. channel inventory levels	Allow users to view tradeoffs between customer service levels and levels of inventory taking into account the product lifecycle. Allows users to set goals that achieve desired customer service levels while minimizing amount of inventory that needs to be carried. Also alert users when goals set are not appropriate based on product lifecycle stage	Historical information around On-time-ship, On-time-delivery, Perfect Order, Inventory Levels (DOS), Prod std cost & Product lifecycle information
Rank and manage partner performance	Allow users to see and compare partner performance across the supply-chain network and also across industry benchmarks	Historical information on partner performance for relevant KPIs (OTS, OTD, Fill Rate, Perfect Order), Information aggregation from other Premotion installations, Data feeds from D&B, Hoovers and other industry databases, User defined composite metrics
confidence Factors	Allow users to see how changing service levels and inventory levels affects the csh-to-cash cycle time. Allows users to set goals across the other 2 metrics to minimize the cash-to-cash cycle time	Historical information on service levels, inventory levels, & cash-to-cash cycle time

Fig. 14(b)

Message Sets									
KPI's							Analytics		
	Forecast (830)	Inventory Report (846)	PO (850)	PO/ack (855)	Material Release (862)	Invoice (870)	Payment (820)	Advance Ship Notification (856)	Receipt Advice (867)
Forecast Accuracy	X	X			X				Tradeoff analysis between service levels and cost. Set confidence levels based on past performance and product lifecycle phase.
Forecast Variance	X								Highlights reliability and predictability of forecasting process. Set confidence levels based on product lifecycle phase and past partner performance.
Service Level		X	X		X				Tradeoff analysis of lost revenue vs. higher inventory carrying costs. Set smart goals by product based on lifecycle profiling.
Days of Supply	X	X			X				Minimize inventory levels when comfortable with forecast variability. Accelerate inventory turns by dynamically adjusting goals based on product lifecycle and past performance of partners.
On-time-ship			X	X	X		X		Improve customer satisfaction and retention by actively managing tradeoffs between customer service levels and channel inventory levels. Set aggressive, achievable goals by product based on lifecycle phase.
On-time-delivery			X	X	X	X		X	Improve customer satisfaction and retention by actively managing tradeoffs between customer service levels and channel inventory levels. Set aggressive, achievable goals by product based on lifecycle phase.
Perfect Order			X	X	X	X	X	X	Actively manage partner service level and effectiveness, to create a superior customer experience. Focus management attention on "hot spots" with Metalert pattern matching technology.
Fill Rate			X		X	X	X	X	Actively manage partner service level and effectiveness, to create a superior customer experience. Use to rank and drive partner performance.

Fig. 14(c)

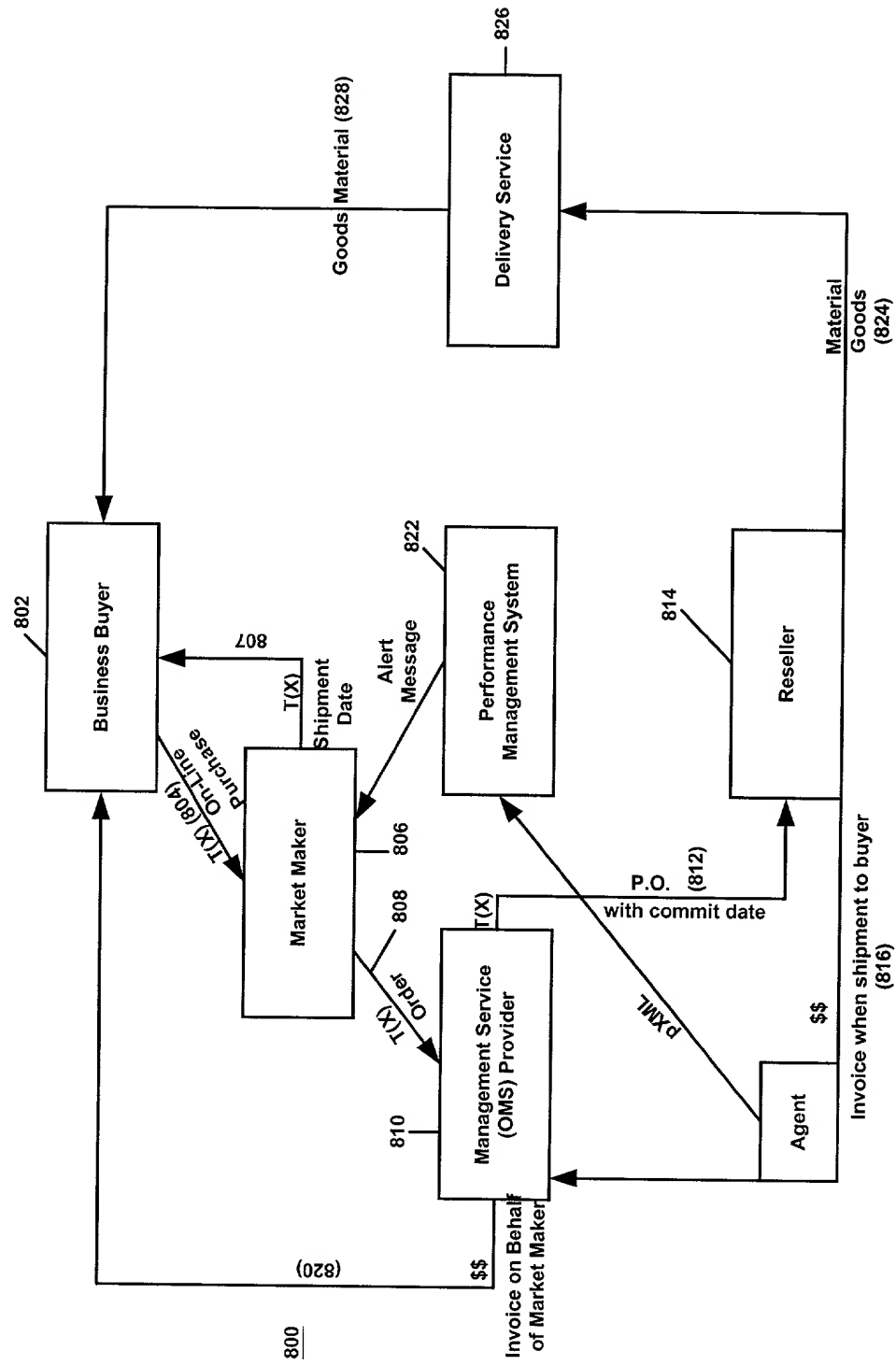


Figure 15

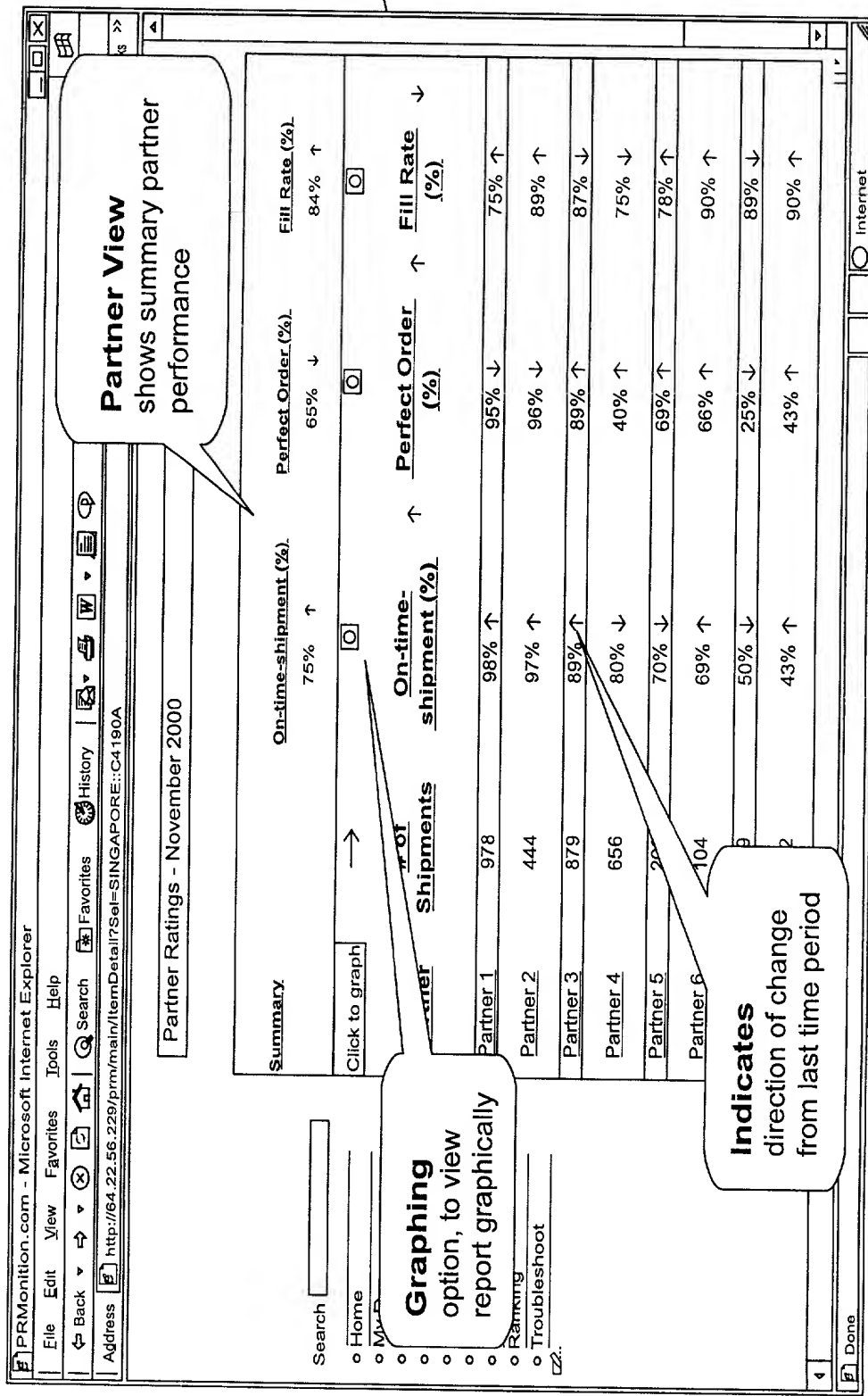


FIG. 16

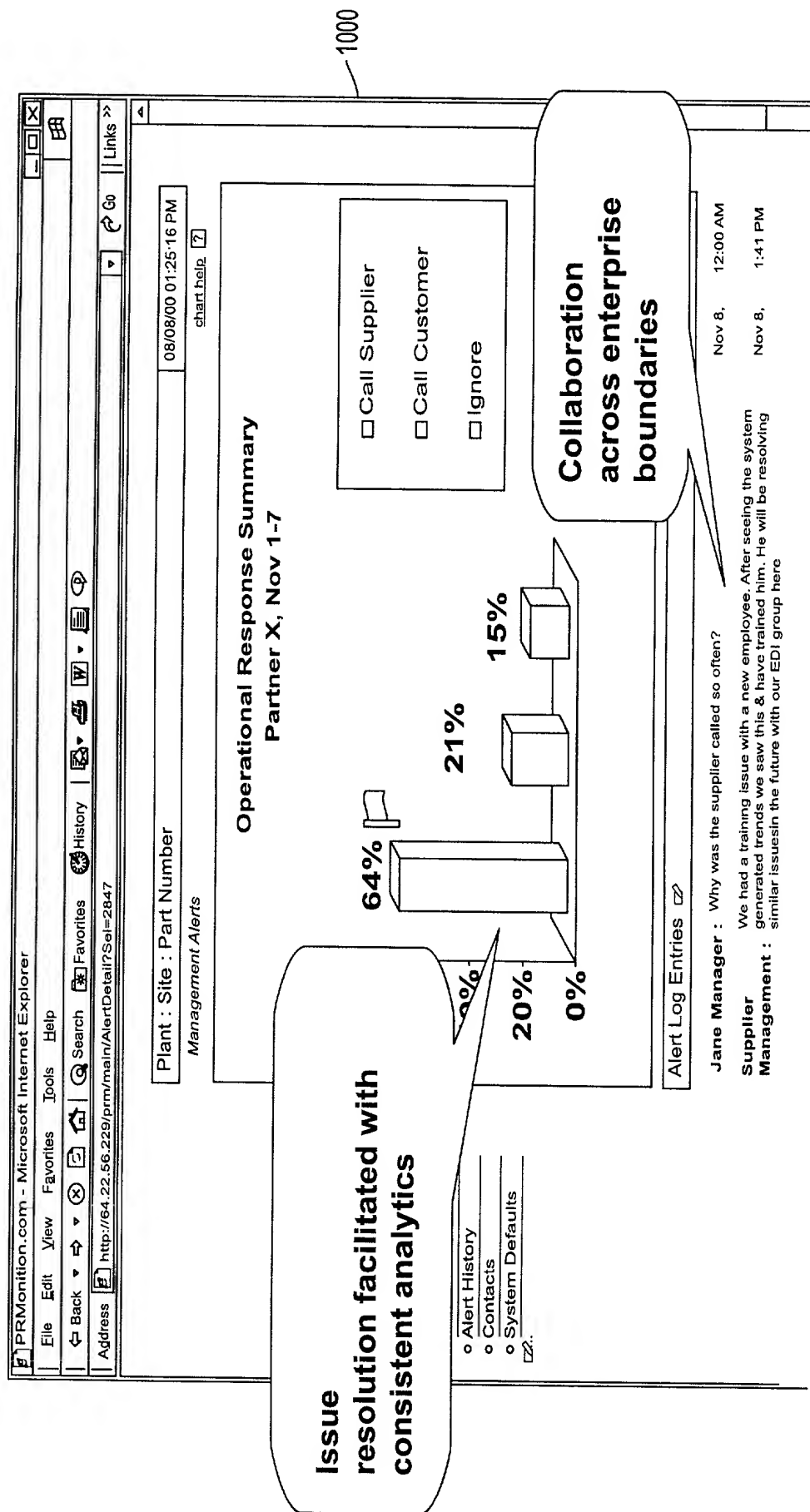


FIG. 17

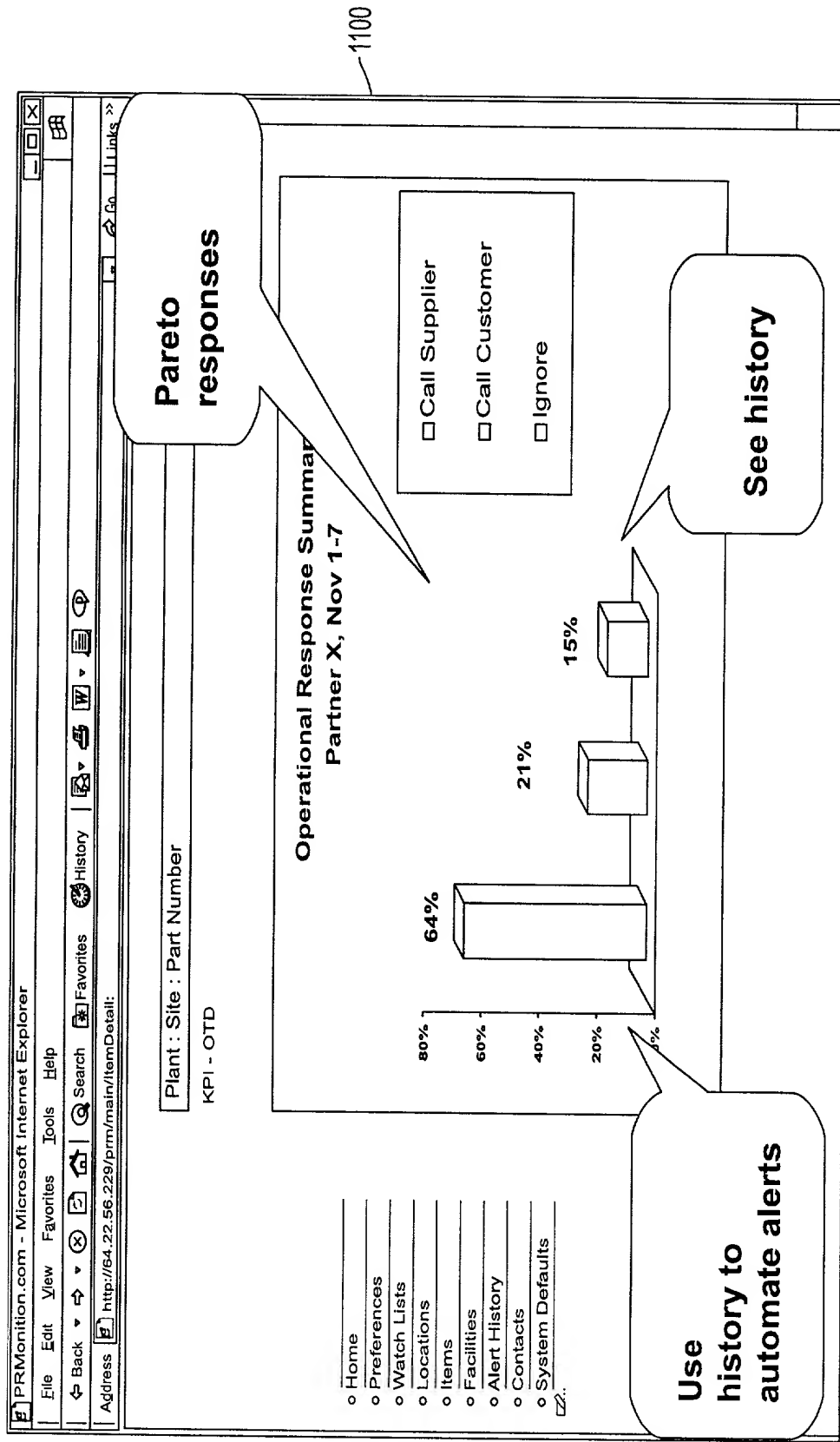


FIG. 18

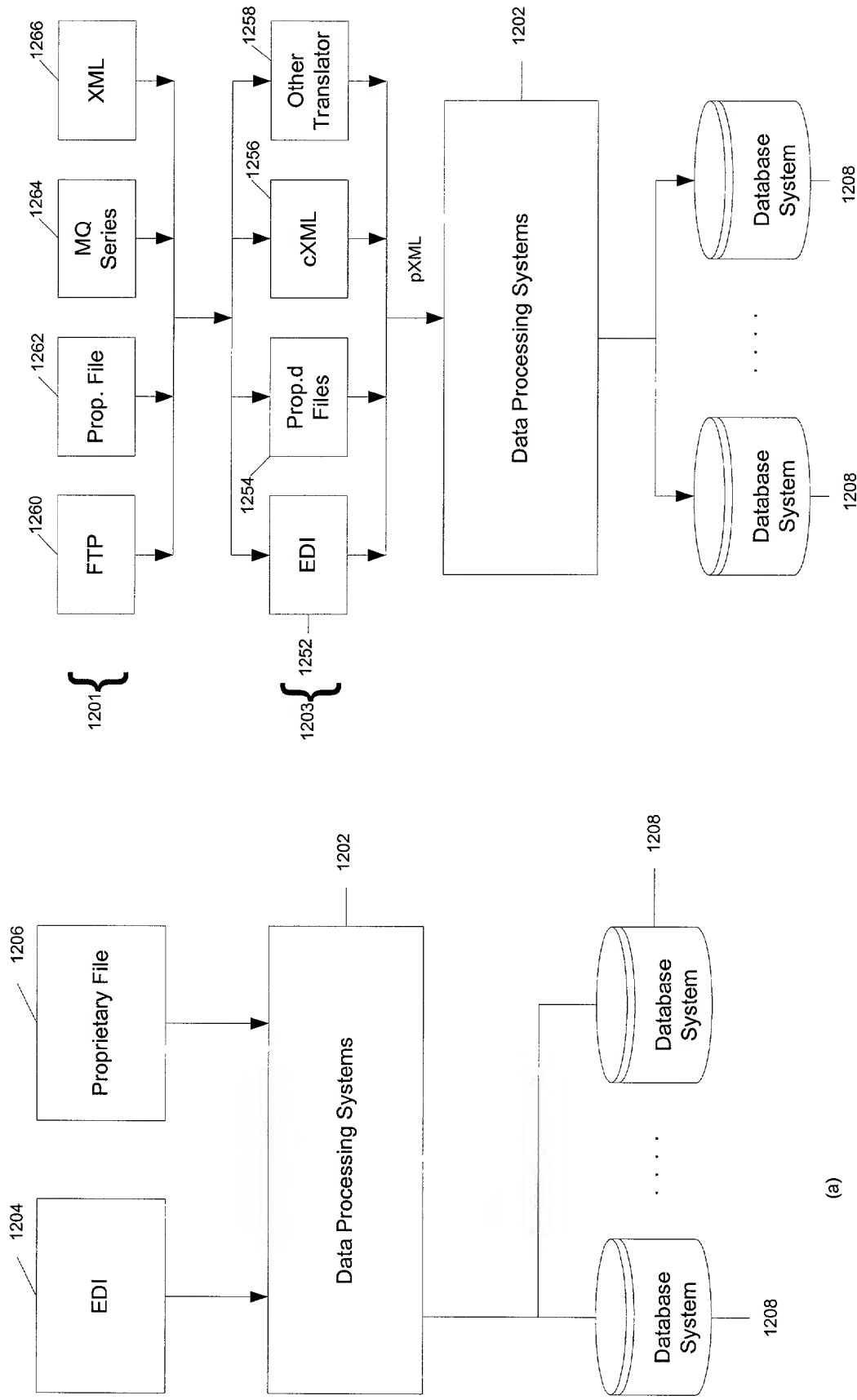


Figure 19

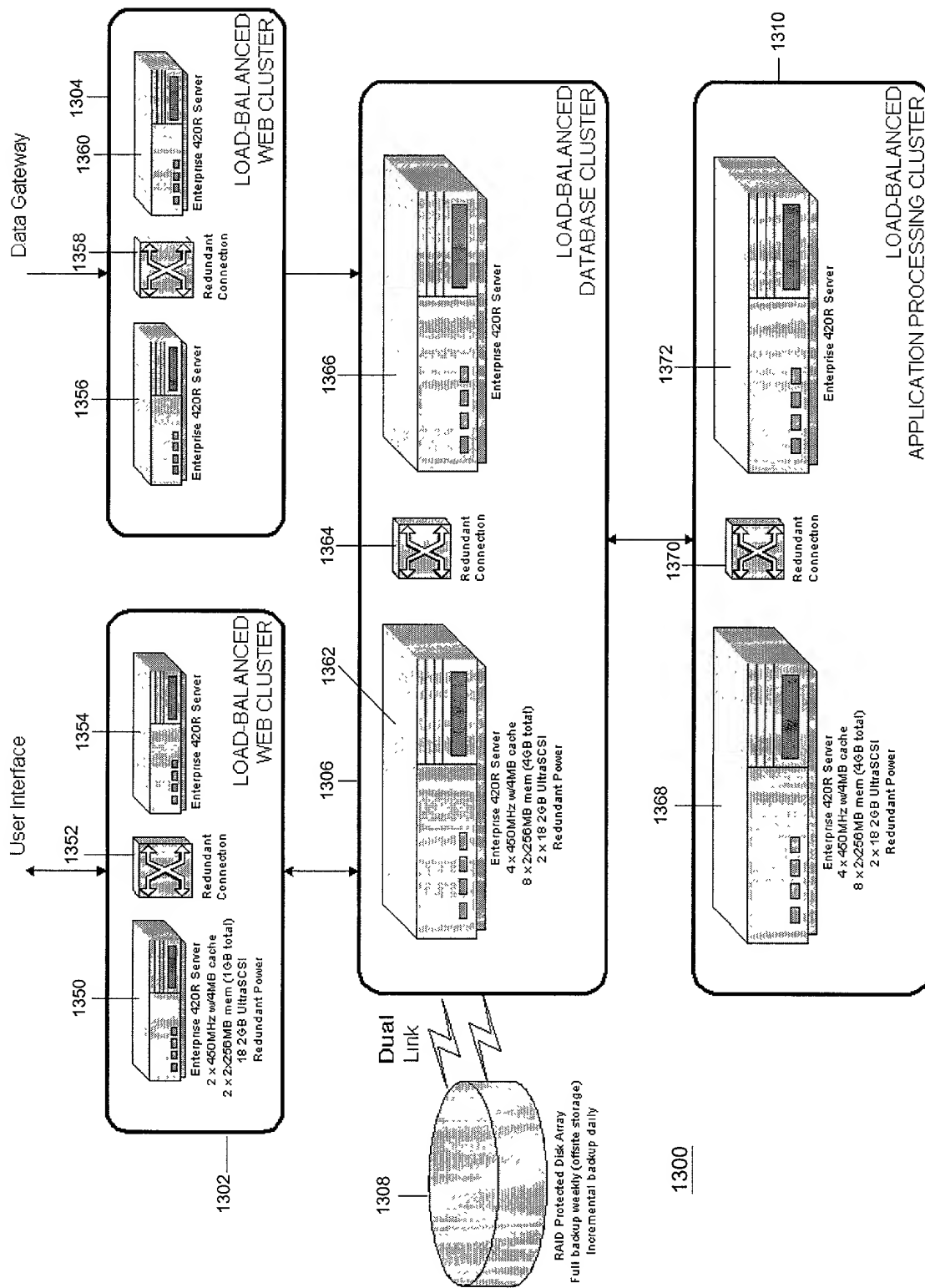


Fig. 20